

America's Army is a trained and ready force that faithfully serves our Nation at home and abroad — a strategic force capable of decisive victory. It's a Total Force of Active, Guard, and Reserve soldiers, Army civilians and contractors, capable of projecting power any place in the world, any time, and against any foe.

The United States Army Materiel Command (AMC) is a critical organizational element of the Total Force. AMC equips and sustains this power projection force through superior technology and responsive support. Through our major subordinate commands, we direct the activities of our depots, arsenals, ammunition plants, laboratories, proving grounds, test ranges, and procurement offices throughout the world.

To accomplish this extremely complex mission, AMC depends on the defense industrial base. This base includes large, small, small disadvantaged and women-owned small businesses. Also, it encompasses higher educational institutions, including historically black colleges and universities and minority institutions. AMC relies on the teamwork of these businesses and institutions.

We hope this pamphlet will be a valuable resource to any organization wanting to do business with AMC. It provides points of contact throughout AMC. These contacts are a starting place for an organization to effectively market its capabilities within the AMC major subordinate commands for commodities, research, and development.

All major subordinate commands have Small Business Specialists. These specialists help facilitate and offer suggestions on how best to do business within that command. I encourage you to use this information to its fullest extent. There are thousands of business opportunities. Market yourself wisely to help AMC realize its strategic vision. Be a part of our team.

JOHN G. COBURN  
General, USA  
Commanding

\*AMC-P 715-14

## FOREWORD

This pamphlet serves multiple purposes. It introduces the U.S. Army Materiel Command (AMC) and what AMC buys. It explains how to do business with AMC by providing points of contact throughout the major subordinate commands (MSC). This pamphlet and additional information can be accessed through the AMC World-Wide Web Home Page at <http://www.amc.army.mil>.

**How to do Business with AMC** offers assistance to those managing the marketing efforts for all businesses and other organizations. It provides an overview of some products and services procured by the MSCs. It geographically depicts the locations of AMC Headquarters and the AMC MSCs.

After reading this pamphlet, you may seek specific advice from the Small Business Specialists located at each MSC. They will assist by providing information on procurement procedures and opportunities.

AMC is committed to ensuring an equitable distribution of its contract base to small business concerns.

\* This pamphlet supersedes AMC-P 715-14, August 1997.

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## **U.S. ARMY MATERIEL COMMAND (AMC)**

The U.S. Army is a strategic force capable of decisive victory any time, any place, against any foe. The U.S. Army Materiel Command (AMC) supports the Army with equipment and technology essential to success on the battlefield. We ensure our equipment is the best in the world.

In a sense, AMC has been around since the founding of the Army itself. For hand-in-hand with the existence of a fighting force goes the mission to provide its members with food, arms, and supplies.

Today, that mission is being carried out by more than 50,000 people, working in about 285 locations in over 42 states and 24 foreign countries. With headquarters in Alexandria, Va., the AMC operates through major subordinate commands and directs the activities of its depots, laboratories, arsenals, manufacturing facilities, maintenance shops, proving grounds, test ranges, and procurement offices throughout the world. Its complex missions range from the development of sophisticated weapon systems, to laser research, to the distribution of spare parts. In carrying out these responsibilities, AMC touches every soldier in the Army every day.

AMC makes its primary contributions to the U.S. Army in three main areas. These “core competencies” are the heart of what AMC is all about: Acquisition Excellence, Logistics Power Projection, and Technology Generation and Application.

AMC is big business. It manages inventory accounts worth tens of billions of dollars and ranks in

business volume with the top ten corporations in the United States.

To develop, buy, and maintain materiel for the Army, AMC works closely with industry, as well as colleges and universities, to ensure that state-of-the-art technology is integrated for the defense of the nation. Soldiers, many with highly developed specialties in weapons development and logistics, work side by side with a large civilian work force — over a quarter of the civilians working for the Army. They are scientists, engineers, systems analysts, accountants, computer programmers and many others.

Working shoulder to shoulder, these military and civilian professionals also handle such diverse tasks as acquiring ammunition for all of the U.S. military services, managing the sale of Army equipment and services to friends and allies of the United States, and negotiating and implementing agreements for co-production of U.S. weapon systems by foreign nations.

AMC stands for quality — in all it does. And always, the driving force is service to the soldier. From helmets to helicopters, we support every soldier in every unit every day, now and into the future.

## PROCUREMENT

### What does AMC buy:

**A wealth of items and services of which the major categories of procurement are listed below:**

#### **Aircraft**

Airplanes  
Helicopters  
Parachutes  
Aerial Delivery Equipment  
Pick-up equipment  
Life Support Equipment  
Ground Support Equipment  
Aircraft Survivability  
Equipment  
Test Equipment  
Shop Sets, Tool Sets  
Photo Reconnaissance  
Equipment

#### **Electronics**

Radios - Various  
Recorders/Reproducers  
Transmitters  
Switchboards  
Electrical Shops  
Relay & Transmission  
Equipment  
Telephone Relay &  
Switching Equipment  
Telecommunications

#### **Surface Mobility General Support**

Earth Moving Equipment  
Soil & Aggregate Compac-  
tion Equipment  
Asphalt Handling, Mixing &  
Paving Equipment  
General Construction  
Equipment  
Bridge & Stream Crossing  
Equipment  
Base Development Facility  
Components & Materials  
Electric Power & Distribution  
System  
Trucks, all kinds  
Concrete Handling, Mixing  
& Paving Equipment  
Trailers, Semi-Trailers  
Special Purpose Vehicles  
Tractors, Tanks  
Vans

### **Ammunition**

Grenades  
Mines  
Igniters  
Primers  
Propellants

### **Avionics**

Aircraft Coordination &  
Ground Control Systems  
Airborne Navigation &  
Control Systems  
Identification Systems  
Communications Systems  
Avionics Shelters  
Shop Sets

### **Weapons**

Pistols  
Rifles  
Grenade Launchers  
Flame Throwers  
Howitzers  
Aircraft Armament  
Systems  
Tank Armament Systems

### **Missiles**

Rockets  
Metal Shell Parts  
Plastic Shell Parts  
Guided Missiles, Rockets  
Air Defense & Control  
System

### **Professional and Technical Services**

Engineering  
Environmental  
Technical studies  
Technical manuals  
Technical publications  
Data collection  
Consultants

### **Installation Support Services**

Groundskeeping  
Road paving  
Refuse pickup and disposal  
Building repair  
Painting  
Security guard  
Window cleaning  
Janitorial  
Mess Attendant

**HEADQUARTERS  
U.S. ARMY MATERIEL COMMAND  
(AMC)  
Office of Small and Disadvantaged  
Business Utilization**

Don Monaco  
Jana Tull  
Richard Bailey  
Nancy Presutti

Director  
Deputy Director  
Small Business Advisor  
Administrative Specialist

U.S. Army Materiel      703-617-8185  
Command      DSN 767-8185  
ATTN: AMCSB      FAX 703-617-2983  
5001 Eisenhower Avenue  
Alexandria, VA 22333-0001  
World-Wide Web Access      <http://www.amc.army.mil>

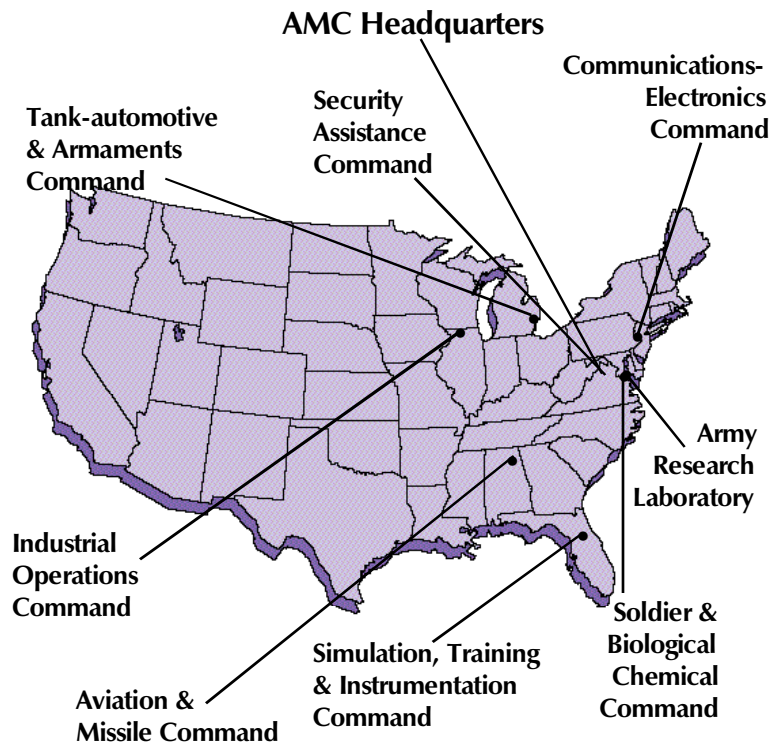
For Business Opportunities throughout the Army,  
use the one-stop shopping site: <http://www.army-acquisition.net>

**Mission :** The Office of Small and Disadvantaged Business Utilization manages the small business program throughout AMC.

**Note:** *This office is NOT a buying activity — please see the listing of major subordinate commands. AMC is the major command for the following major subordinate activities:*



## AMC Locations in the U.S.



**MAJOR SUBORDINATE  
COMMANDS (MSC)  
(Commodity & Research & Development  
Commands within AMC)**

**U.S. Army Aviation and Missile Command  
(AMCOM)**

U.S. Army Aviation & Missile Command (AMCOM)	John F. Nelson
ATTN: AMSAM-SB	256-876-5441
Redstone Arsenal, AL	DSN 746-5441
35898-5000	FAX 256-842-0085
World-Wide Web Access	<a href="http://www.redstone.army.mil/sadbu">http://www.redstone.army.mil/sadbu</a>

**Mission:** Conduct, perform, or manage basic and applied research and engineering, acquisition, integrated logistics materiel readiness management, advanced development and maintenance support functions for all assigned (aviation/missile weapons) systems/subsystems and associated equipment. Execute assigned missions in support of Program Executive Officers (PEO)/Project Managers (PM) or other DOD elements having centralized management responsibility for specific weapon systems or items. These support missions include procurement, production, engineering, system engineering, product assurance, materiel management, system safety engineering, maintenance engineering, integrated logistics, configuration management, security assistance management activities, resource

management, and staff and base support activities as required in such areas as legal financial management personnel, and installation management. Manage DA test, measurement, and diagnostic equipment (TMDE) acquisition, logistics, and support as specified in AR 750-43. Exercise command, control, and supervision of assigned activities and installations. Overhaul Army helicopters for major programs, and test, repair, rebuild, modification, and storage for 19 different missile systems.

**AMCOM Activities:**

Aviation Applied Technology Directorate (AATD) ATTN: AMSAM-AR-T-C Fort Eustis, VA 23604-6506	Lauren Sebring 757-878-4828 DSN 927-4828 FAX 757-878-0008
---	--

Corpus Christi Army Depot (CCAD) ATTN: SIOCC-RS-AQ 308 Crecy Street Corpus Christ, TX 78419-6170	Claude Adams 361-961-3913 DSN 861-3913 FAX 361-937-1126
---	--

Letterkenny Army Depot (LEAD) ATTN: SIOLE-KO 1 Overcash Avenue Chambersburg, PA 17201-4152	Richard Rector 717-267-9007 ext. 202 DSN 570-9007 ext. 202 FAX 717-267-9834
---	--

**U.S. Army Research Laboratory  
(ARL)**

U.S. Army Research Laboratory (ARL)	Susan Boblitt 301-394-3692
ATTN: AMSRL-SB	DSN 290-3692
2800 Powder Mill Road	FAX 301-394-4784
Adelphi, MD 20783-1197	
World-Wide Web Access	<a href="http://www.arl.mil/">http://www.arl.mil/</a>

**Mission:** ARL is responsible for providing America's soldiers the technological edge through multidisciplinary scientific research and advanced technology development directed toward new and improved materials, components, subsystems, techniques, and processes. Also, ARL conducts objective, independent analyses of weapon system performance, including atmospheric effects, vulnerability and lethality, and manpower and personnel integration (MANPRINT).

**ARL Activities:**

Army Research Office	Larry Travis
Research Triangle Park	919-549-4271
NC 27709-2211	DSN 832-4271
	FAX 919-549-4388

## **U.S. Army Communications-Electronics Command (CECOM)**

U. S. Army Communications-	Joseph Brady
Electronics Command (CECOM)	732-532-4511/12
ATTN: AMSEL-SB	DSN 992-4511/12
Fort Monmouth, NJ 07703-5005	FAX 732-532-8732
World-Wide Web Access	<a href="http://www.monmouth.army.mil/">http://www.monmouth .army.mil/</a>

**Mission:** CECOM is responsible for integrated commodity management and research and development of communications, communications electronics intelligence equipment, electronic warfare, aviation electronics, combat surveillance, target acquisition and night vision equipment, photographic and microfilming equipment, identification friend or foe systems, automatic data processing, radar, meteorological and electronic radiological detection materiel, batteries, and electric power supply equipment. In addition, equipment and systems to support the Army's total information needs, including communications, data processing, and multicommand management information systems are initiated at the Fort Huachuca Operation, with automated information hardware, software, services, maintenance systems and research and development for mines/countermeasure systems from the Washington Operations Office.

**CECOM Activities:**

U. S. Army Communications & Electronics Command Acquisition Center - Fort Huachuca AMSEL-IE-SB Fort Huachuca, AZ 85613-5300	Michael P. Dean 520-538-7870 DSN: 879-7870 FAX 520-538-0429
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U.S. Army Communications & Electronics Command Acquisition Center - Washington Operations Office 2461 Eisenhower Ave. Hoffman 1 Building Alexandria, VA 22331-0700	Stan Daise 703-325-5793 DSN: 221-5793 FAX 703-325-0916
--	---

Tobyhanna Army Depot ATTN: AMSEL-TY-KO Tobyhanna, PA 18466-5100	Thomas Garubba 717-895-7232 DSN: 795-7232 FAX 717-895-6794
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**U.S. Army Industrial Operations Command  
(IOC)**

U.S. Army Industrial Operations Command (IOC) ATTN: AMSIO-SB Rock Island, IL 61299-6000 World-Wide Web Access	Bruce Myers 309-782-7302 DSN:793-7302 FAX: 309-782-6149 <a href="http://www.ioc.army.mil">http://www. ioc.army.mil</a>
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**Mission:** IOC is responsible for the acquisition of ammunition, Hydra 70 rockets, demolition munitions, mines, bombs, grenades, and pyrotechnics boosters. IOC provides installation and environmental management, and centralized management and decentralized execution of ammunition production, maintenance and storage. IOC is the Army headquarters for ammunition depots, depot activities, arsenals, ammunition plants and the Army War Reserve Support Command.

**IOC Activities:**

Bluegrass Army Depot ATTN: SIOBG-PO Richmond, KY 40475-5115	Cherryl Davenport 606-625-6866 DSN 745-6866 FAX 606-625-6860
Crane Army Ammunition Activity ATTN: SIOCN-CT Crane, IN 47522-5099	Cynthia Dant 812-854-3326 DSN 482-3326 FAX 812-854-3433
McAlester Army Ammunition Plant ATTN: SIOMC-PC McAlester, OK 74501-5000	Neil Caldwell 918-420-6479 DSN 956-6479 FAX 918-420-7391
Pine Bluff Arsenal ATTN: SIOPB-PO Pine Bluff, AR 71602-9500	Larry Crane 870-540-3842 DSN 966-3842 FAX 870-540-4090

U.S. ARMY MATERIEL COMMAND

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Rock Island Arsenal  
ATTN: AMSIO-ACI-R  
Rock Island, IL 61299-5000

Don Crosby  
309-782-8644  
DSN 793-8644  
FAX 309-782-6727

Sierra Army Depot (SIAD)  
ATTN: SIOSI-CONT  
Herlong, CA 96113-5009

Sue Ritz  
530-827-4836  
DSN 855-4836  
FAX 530-827-4722

Tooele Army Depot (TEAD)  
ATTN: SIOTE-CD  
Tooele, UT 84074-0839

Michael Newton  
435-833-2616  
DSN 790-2616  
FAX 435-833-3468

Watervliet Arsenal  
ATTN: SIOWV-PQP  
Watervliet, NY 12189-4050

Beth Myers  
518-266-5765  
DSN 974-5765  
FAX 518-266-4682



## **U.S. Army Simulation, Training & Instrumentation Command (STRICOM)**

U.S. Army Simulation, Training  
and Instrumentation Command  
(STRICOM)

12350 Research Parkway  
Orlando, FL 32826-3276

World-Wide Web Access

[http://www.stricom  
.army.mil/](http://www.stricom.army.mil/)

**Mission:** STRICOM serves as the Department of Defense technical manager for distributed interactive simulation environments. Also, STRICOM manages the acquisition of training devices, instrumentation, threat simulators and targets. Their mission involves research and development to sustain warfighting skills, creating a synthetic environment to evaluate concepts and support requirements definition, and supporting material development and test and evaluation.

**Contact the following office for assistance:**

Naval Warfare Center Training	Argentina Thompson
System Division	407-380-8253
ATTN: NAWCTSD	DSN 960-8253
12350 Research Parkway	FAX 407-380-4257
Orlando, FL 32826-3276	

## **U.S. Army Soldier & Biological Chemical Command (SBCCOM)**

U.S. Army Soldier &  
Biological Chemical  
Command (SBCCOM)  
ATTN: AMSSB-SSB  
Aberdeen Proving Ground,  
MD 21010-5424  
World-Wide Web Access

John Rasmussen  
410-436-3136/2309  
DSN 584-3136/2309  
FAX 410-436-7744

[http://www-sbccom.  
army.mil](http://www-sbccom.army.mil)

**Mission:** SBCCOM conducts the Army's research, concept exploration, demonstration and validation, engineering, manufacturing, development, and internal production of the following systems: chemical and biological defense, obscuring smoke, aerosol, and flame weapons. SBCCOM researches, develops, acquires and integrates soldier and soldier support systems to modernize, balance, and improve the soldiers' warfighting capabilities, performance, and quality of life. Capability areas and related mission technologies include: Sustainability (food, shelters, field services), Mobility (individual soldier ground mobility, parachute technology), and Survivability (clothing, chemical protection).

**SBCCOM Activities:**

U.S. Army Soldier & Biological Chemical Command - NATICK	Phil Haddad 508-233-4995
ATTN: AMSSB-OSB	DSN 256-4995
Natick, MA 01760-5000	FAX 508-233-5822

U.S. Army Garrison Aberdeen Proving Ground	B. Maliszewski 410-278-1519
ATTN: STEAP-SB, Bldg. 305	DSN 298-1519
Aberdeen Proving Ground, MD 21005-5001	FAX 410-278-1518

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**U.S. Army Tank-automotive and Armaments  
Command (TACOM)**

U.S. Army Tank-automotive and Armaments Command (TACOM)	Patricia Redding 810-574-5388
ATTN: AMSTA-CS-CB	DSN 786-5388
Warren, MI 48397-5000	FAX 810-574-5381
World-Wide Web Access	<a href="http://www.tacom.army.mil">http://www.tacom. army.mil</a>

**Mission:** TACOM is the life-cycle manager of the Army's ground combat equipment. It develops, fields and sustains over 3,000 mobility and armaments systems falling into these categories: combat vehicles; tactical vehicles; trailers; construction & materiel handling equipment; tactical bridges; fuel & water distribution equipment; chemical defense equipment; howitzers &

large caliber guns; mortars, rifles & machine guns; ammunition; aircraft armaments; demolitions & explosives; rail; watercraft; and petroleum & lubrication equipment. Among TACOM's newer responsibilities are vehicle repair and refurbishment and ammunition storage. TACOM employs over 12,000 civilian and military personnel, and encompasses some 45,000 acres of facilities and grounds.

**TACOM Activities:**

U.S. Army Armament and Chemical Acquisition and Logistics Activity (ACALA) ATTN: AMSTA-AC-SB Rock Island, IL 61299-7630 World-Wide Web Access	Larry Negaard 309-782-6709 DSN 793-6709 FAX 309-782-0867  <a href="http://www.acala1.ria.army.mil">http://www.acala1.ria.army.mil</a>
U.S. Army Armament Research, Development & Engineering Center (ARDEC) ATTN: AMSTA-AR-SB Picatinny Arsenal, NJ 07806-5000 World-Wide Web Access:	(Vacant) 973-724-4106 DSN 880-4106 FAX 973-724-5565  <a href="http://www.pica.army.mil">http://www.pica.army.mil</a>
Anniston Army Depot ATTN: SIOAN-CT 7 Frankford Ave. Anniston, AL 36201-4199 World-Wide Web Access:	Sandra Turner 256-235-7346 DSN 571-7346 FAX 256-235-6353  <a href="http://www-anad.army.mil">http://www-anad.army.mil</a>

Red River Army Depot  
ATTN: SIORR-P  
100 Main Drive, Suite 110  
Texarkana, TX 75507-5000  
World-Wide Web Access:

Robert McDonald  
903-334-3989  
DSN 829-3989  
FAX 903-344-3480  
[http://www.  
redriver.army.mil](http://www.redriver.army.mil)

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**U.S. Army Security Assistance Command  
(USASAC)**

U. S. Army Security  
Assistance Command (USASAC)  
ATTN: AMSAC-C  
5001 Eisenhower Avenue  
Alexandria, VA 22333-0001

Douglas Leach  
703-617-9394  
DSN 767-9394  
FAX 703-617-3826

**Note:** *This office is not a buying activity.*

**Mission:** USASAC is responsible for implementation of approved U.S. Army security assistance programs, including foreign military sales (FMS) of defense articles and services to eligible foreign governments. This includes: Providing total program management, including planning, delivery and lifecycle support of equipment, services, and training to U.S. allies and international partners; negotiating and implementation of coproduction agreements; management of export licenses for the U.S. Army; serving as proponent for Army security assistance information management and financial policy; providing logistics procedural guidance to the Army security assistance community, and supporting U.S. Government emergency assistance, humanitarian relief, and Operations Other than War.

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<http://www.acq.osd.mil/sadbu/>

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**Small Business Specialists**



Inquiries concerning this brochure should be addressed to the following:

Headquarters, United States Army Materiel Command  
ATTN: AMCSB  
5001 Eisenhower Avenue  
Alexandria, VA 22333-0001

FOR THE COMMANDER:

OFFICIAL

NORMAN E. WILLIAMS  
Major General, USA  
Chief of Staff

CAROLYN GEBRE  
Acting Chief, Printing and  
Publications Branch

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AMC, ATTN: AMCSB	(800)
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ARL, ATTN: AMSRL-SB	(300)
CECOM, ATTN: AMSEL-SB	(500)
IOC, ATTN: AMSIO-SB	(500)
SBCCOM, ATTN: AMSCB-SB	(500)
STRICOM, ATTN: NAWCTSD	(100)
TACOM, ATTN: AMSTA-CB	(500)
USASAC, ATTN: AMSAC-MI	(100)